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Cooperative Extension Work in Agriculture and Home Economics,  
United States Department of Agriculture,  
States Relations Service,  
In Cooperation With  
The State Agricultural Colleges.

No. 918.

OFFICE OF EXTENSION WORK IN THE SOUTH,  
FARMERS' COOPERATIVE DEMONSTRATION WORK.

Washington, D. C.  
BK-FEF  
October 7, 1915.

TO THE BANKERS, BUSINESS MEN  
AND FARMERS IN COTTON TERRITORY

The good results obtained in the South through increased attention to supporting the people upon the land should not be lost on account of changed economic conditions. The united effort of all the agricultural and business forces of the South last year brought the South nearer to "SAFE FARMING" and a "SELF-SUSTAINING AGRICULTURE" than ever before in the history of the last forty years.

With the price of cotton going up, are you, MR. BANKER, MR. BUSINESS MAN and MR. FARMER, going back to the old way? The history of the agriculture of the South has been a history of lean years and fat years. The farmer has lived in distress because short crops and high prices are almost invariably followed by big crops and low prices. If we could produce our own living it would steady the whole system and keep the boat from rocking. The entire agriculture of the cotton belt has been a gamble. There has been no safety in it. It has not produced a rich and prosperous farming people because of the uncertainty, although cotton is one of the greatest of cash crops.

With the rise in the price of cotton are you going to play safe or are you going to take a chance? Now is the time to decide. If you gamble on the price of cotton you take a chance; if you follow the program outlined by all of the agricultural forces last fall, you will take no chance. Here is the program in a nutshell, the title of which is, - "SAFE FARMING".

FIRST, - Produce a home garden for every family on the farm, the year round, paying special attention to a plot of Irish or sweet potatoes sufficient to supply the family with food of this character. Where feasible, have a patch of sorghum or other cane to produce syrup for the family.

SECOND, - Produce the corn necessary to support all of the people on the farm and the livestock, with absolute safety.

THIRD, - Produce the necessary oats and other small grain to supplement the corn as food. Pay attention to winter grazing.

FOURTH, - Produce hay and forage from some forage crop, sufficient to supply all of the livestock on the farm. Use legumes such as clover, cowpeas, velvet beans, soy beans and alfalfa for the production of hay and to enrich the soil with nitrogen and humus.



FIFTH, - Produce the meat necessary to supply the people, through increased attention to poultry and hogs, especially. Plan to gradually increase the number of cattle and other livestock so as to have a sufficient number to consume the waste products of the farm and make the waste lands productive.

SIXTH, - After all of these things have been amply provided for, produce cotton for the market.

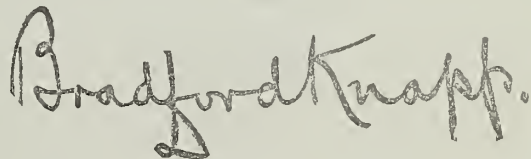
If this course is pursued the farmer will prosper whether cotton be 15 cents or 6 cents. If cotton is 6 cents the farmer will be able to live; if it is 15 cents there will be more profit in his cotton crop, in the long run, than there would be if he neglected the living.

MR. BUSINESS MAN AND MR. FARMER, do you want the South to prosper permanently? If so, lend your influence to this great problem of "SAFE FARMING". A campaign will be carried on in the various States during the winter and spring centering around the various lines of this program. Lend your aid and assistance to us in this campaign as you did last year.

MR. BANKER AND MR. BUSINESS MAN, you want to pursue safe business methods! Won't you lend your influence to making the farming method of the South a safe business proposition? The Extension forces in every State, conducted by co-operation between your State College of Agriculture and the United States Department of Agriculture, and with County Agents in most counties, are working on this great problem all of the time. Can't we have your help? Write the Extension Division of your Agricultural College, or this Department, and bulletins will be sent you covering all the subjects mentioned in this letter, and the plan of work will be explained.

NOT "SAFETY FIRST", BUT "SAFE FARMING ALWAYS".

Yours very truly,

A handwritten signature in dark ink, reading "Bradford Knapp". The signature is written in a cursive style with a large, prominent initial 'B'.

Chief, Office of Extension Work in the South.

